

**Mark Young
NY Metro Region**

September 11, 1997

To: All Managers in the NY Metro Region
Subject: Winston Distribution / Box Styles

Dear Managers,

The following graphs show where the Region is as of today on our company objectives for Winston Box distribution. Strong progress has been made since the September 21 recap. The region has now achieved the Winston Box 85 goal, as well as the Winston Ultra Box and Ultra Box 100 goals. We still have some work to do on the Light Box and Box 100 numbers.

Congratulations to the Divisions that have reached their goals!

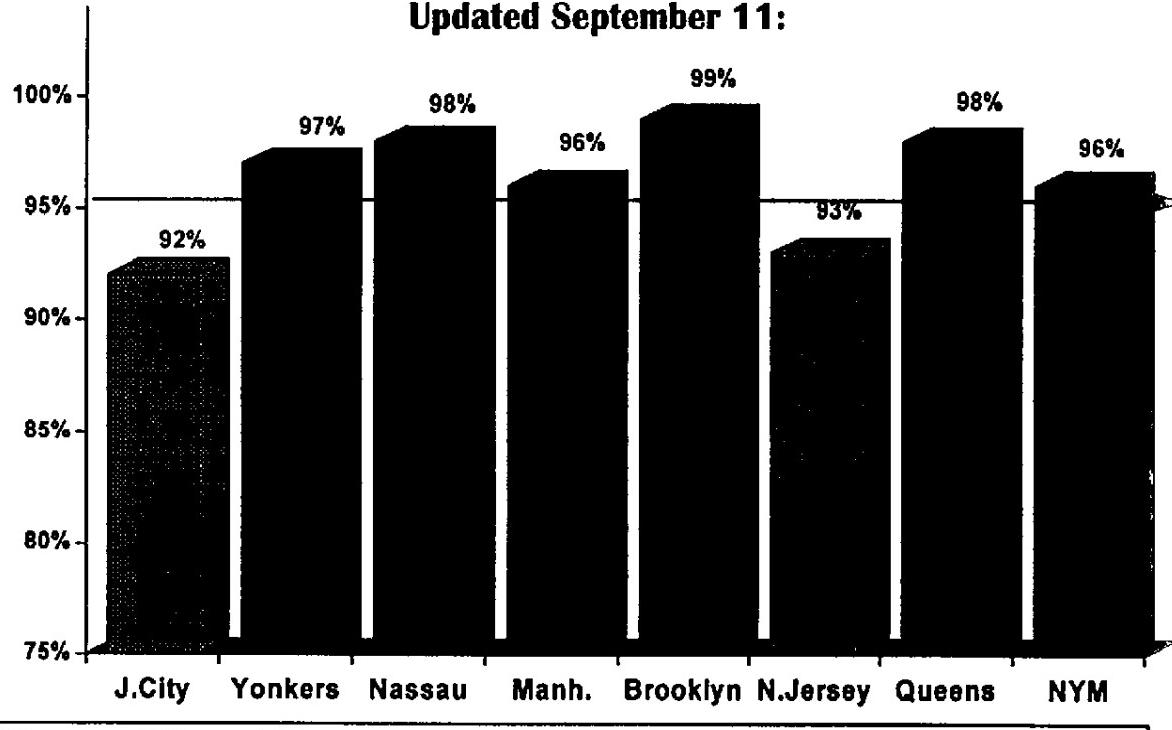
Sincerely,

Mark Young

Winston Box Distribution / Monthly Calls

Objective Sept. 26: 95%

Updated September 11:



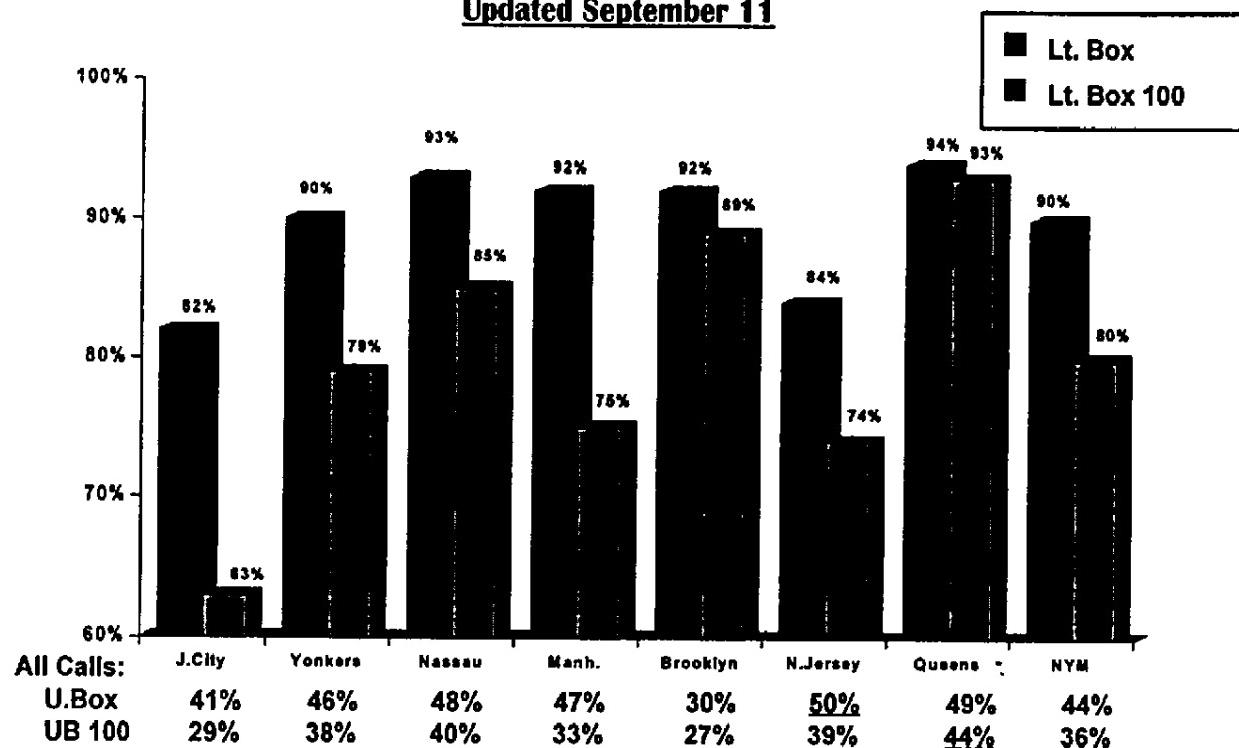
All Calls: 58% 66% 57% 64% 48% 68% 63% 60%

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Winston Lt. Box & Lt. Box 100 Distribution

Monthly Calls / Objective Sept. 26: 95%

Updated September 11



Winston Ultra & Ultra Box 100 Distribution

Monthly Calls / Objective Sept. 26: 65%

